

UGC NET Commerce (Paper- II) 2022: Exam Syllabus

Unit	Subject	Topics
1	Business Environment and International Business	<ul style="list-style-type: none"> • Concepts and elements of business environment: Economic environment- Economic systems, Economic policies (Monetary and fiscal policies); • Political environment Role of government in business; • Legal environment- Consumer Protection Act, FEMA; • Socio-cultural factors and their influence on business; • Corporate Social Responsibility (CSR) • Scope and importance of international business; Globalization and its drivers; <p>Modes of entry into international business,</p> <ul style="list-style-type: none"> • Theories of international trade; Government intervention in international trade; Tariff and non-tariff barriers; Trade creation and diversion effects; • India's foreign trade policy, Balance of payments (BOP): Importance and components of BOP • Foreign direct investment (FDI) and Foreign portfolio investment (FPI); Types of FDI, Costs and benefits of FDI to home and host countries; Trends in FDI; India's FDI policy • Regional Economic Integration, Levels of Regional Economic Integration; • Regional Trade Agreements: European Union (EU), ASEAN, SAARC, NAFTA • International Economic institutions IMF, World Bank, UNCTAD, • World Trade Organisation (WTO): Functions and objectives of WTO; Agriculture Agreement; GATS; TRIPS; TRIMS
2	Accounting and Auditing	<ul style="list-style-type: none"> • Basic accounting principles; concepts and postulates, Indian Accounting Standards and IFRS • Partnership Accounts: Admission, Retirement, Death, Dissolution and Insolvency of partnership firms • Corporate Accounting: Issue, forfeiture and reissue of shares; • Liquidation of companies; • Acquisition, merger, amalgamation and reconstruction of companies • Holding company accounts • Cost and Management Accounting: Marginal costing and Break-even analysis; • Standard costing; Budgetary control; Process costing; Activity Based Costing (ABC);

		<ul style="list-style-type: none"> • Costing for decision-making; Life cycle costing, Target costing, Kaizen costing and JIT • Financial Statements Analysis: Ratio analysis; Funds flow Analysis; Cash flow Analysis • Human Resources Accounting; Inflation Accounting; Environmental Accounting • Auditing: Independent financial audit; Vouching; Verification and valuation of assets and liabilities; Audit of financial statements and audit report; Cost audit • Recent Trends in Auditing: Management audit; Energy audit; Environment audit; Systems audit; Safety audit
3	Business Economics	<ul style="list-style-type: none"> • Meaning and scope of business economics, Objectives of business firms • Demand analysis: Law of demand; Elasticity of demand and its measurement; Relationship between AR and MR • Consumer behavior: Utility analysis; Indifference curve analysis • Law of Variable Proportions: Law of Returns to Scale • Theory of cost: Short-run and long-run cost curves • Price determination under different market forms: Perfect competition; Monopolistic competition; Oligopoly- Price leadership model; Monopoly; Price discrimination • Pricing strategies: Price skimming; Price penetration; Peak load pricing
4	Business Finance	<ul style="list-style-type: none"> • Scope and sources of finance; • Lease financing • Cost of capital • Time value of money, • Risk and return analysis; • Capital structure • Capital budgeting decisions: Conventional and scientific techniques of capital budgeting analysis • Working capital management; • Dividend decision: Theories and policies • Asset securitization • International monetary system, International financial markets and instruments: Euro currency; GDRs; ADRs, International arbitrage; Multinational capital budgeting, Foreign exchange market; Exchange rate risk and hedging techniques
5	Business Statistics and Research Methods	<ul style="list-style-type: none"> • Measures of central tendency, Measures of dispersion, Measures of skewness • Correlation and regression of two variables

		<ul style="list-style-type: none"> • Probability: Approaches to probability; Bayes' theorem • Probability distributions: Binomial, poisson and normal distributions • Research: Concept and types; Research designs, Data: Collection and classification of data, Sampling and estimation: Concepts; Methods of sampling – probability and nonprobability methods; Sampling distribution; Central limit theorem; Standard error; Statistical estimation • Hypothesis testing: z-test; t-test; • ANOVA; • Chi-square test; • Mann-Whitney test (Utest); Kruskal-Wallis test (H-test); Rank correlation test • Report writing
6	Business Management and Human Resource Management	<ul style="list-style-type: none"> • Principles and functions of management • Organization structure: Formal and informal organizations; Span of control, Responsibility and authority: Delegation of authority and decentralization • Motivation • Leadership: Concept and theories • Corporate governance and business ethics • Human resource management: Concept, role and functions of HRM • Human resource planning; Job evaluation; • Recruitment and selection; • Training and development; Succession planning • Compensation management: Incentives and fringe benefits, Performance appraisal including 360 degree performance appraisal • Collective bargaining and workers' participation in management • Personality: Perception; Attitudes; Emotions; • Group dynamics; • Power and politics; • Conflict and negotiation; • Stress management • Organizational Culture • Organizational development • Organizational change
7	Banking and Financial Institutions	<ul style="list-style-type: none"> • Principles and functions of management • Organization structure: Formal and informal organizations; Span of control, Responsibility and authority: Delegation of authority and decentralization • Motivation

		<ul style="list-style-type: none"> • Leadership: Concept and theories • Corporate governance and business ethics • Human resource management: Concept, role and functions of HRM • Human resource planning; Job evaluation; • Recruitment and selection; • Training and development; Succession planning • Compensation management: Incentives and fringe benefits, Performance appraisal including 360 degree performance appraisal • Collective bargaining and workers' participation in management • Personality: Perception; Attitudes; Emotions; • Group dynamics; • Power and politics; • Conflict and negotiation; • Stress management • Organizational Culture • Organizational development • Organizational change
8	Marketing Management	<ul style="list-style-type: none"> • Principles and functions of management • Organization structure: Formal and informal organizations; Span of control, Responsibility and authority: Delegation of authority and decentralization • Motivation • Leadership: Concept and theories • Corporate governance and business ethics • Human resource management: Concept, role and functions of HRM • Human resource planning; Job evaluation; • Recruitment and selection; • Training and development; Succession planning • Compensation management: Incentives and fringe benefits, Performance appraisal including 360 degree performance appraisal • Collective bargaining and workers' participation in management • Personality: Perception; Attitudes; Emotions; • Group dynamics; • Power and politics; • Conflict and negotiation; • Stress management • Organizational Culture • Organizational development • Organizational change
9	Legal Aspects of Business	<ul style="list-style-type: none"> • Principles and functions of management • Organization structure: Formal and informal organizations; Span of control, Responsibility and authority: Delegation of authority and

		<ul style="list-style-type: none"> decentralization • Motivation • Leadership: Concept and theories • Corporate governance and business ethics • Human resource management: Concept, role and functions of HRM • Human resource planning; Job evaluation; • Recruitment and selection; • Training and development; Succession planning • Compensation management: Incentives and fringe benefits, Performance appraisal including 360 degree performance appraisal • Collective bargaining and workers' participation in management • Personality: Perception; Attitudes; Emotions; • Group dynamics; • Power and politics; • Conflict and negotiation; • Stress management • Organizational Culture • Organizational development • Organizational change
10	Income-tax and Corporate Tax Planning	<ul style="list-style-type: none"> • Principles and functions of management • Organization structure: Formal and informal organizations; Span of control, Responsibility and authority: Delegation of authority and decentralization • Motivation • Leadership: Concept and theories • Corporate governance and business ethics • Human resource management: Concept, role and functions of HRM • Human resource planning; Job evaluation; • Recruitment and selection; • Training and development; Succession planning • Compensation management: Incentives and fringe benefits, Performance appraisal including 360 degree performance appraisal • Collective bargaining and workers' participation in management • Personality: Perception; Attitudes; Emotions; • Group dynamics; • Power and politics; • Conflict and negotiation; • Stress management • Organizational Culture • Organizational development • Organizational change